

MEASURE, STRATEGIZE, EXECUTE

Customers running Oracle E-Business Suite (aka EBS) must face the inevitable push to cloud. While the pressure to do so is clear and present, the value- proposition and path is not. This is for many reasons.

1 Most customers have been using and customizing their EBS environment for many years, often decades. Mapping these systems to modern SaaS solutions is a complex undertaking that often points towards risk-laden “rip and replace” strategies. Conversely, a “lift and shift” approach—moving the requisite infrastructure to a cloud provider—falls short of the cloud’s promised value.

2 License agreements for legacy EBS environments no longer meet the needs of the customer. The result is annual support costs that are frustratingly disconnected from the original value proposition. Oracle’s goal is to protect—not optimize—these pre-existing fees by rolling them into the next generation of agreements.

3 Oracle’s long-standing and renowned audit practices along with aggressive sales efforts loom ever-present, resulting in business decisions that are unduly influenced by outside forces.

Remend addresses Oracle’s inevitable cloud push by building a comprehensive assessment of your legacy environment.

The result of this step exposes poorly discounted software support, mitigates the financial risk of a software audit, quantifies actual versus assumed use of the software, accounts for fully- burdened costs related to Oracle and rationalizes legacy terms, conditions and license metrics.

In summary, Remend helps customers understand the technical and functional effectiveness of the current EBS system before considering a future one.

Once this “current state” assessment is complete, Remend creates a value statement centered on your business goals.

This phase introduces the current provider landscape (e.g., AWS, Microsoft Azure, Google), realigns spend management (capital versus operating expense), aligns and builds common language among important stakeholders and develops an executable negotiation strategy for engaging Oracle. In addition, qualified systems integrators are introduced to advise on the scope and cost associated with moving to the cloud.

After current and future state plans are finalized, Remend seeks to operate on behalf of its customers by finding the strongest mix of collaboration and advocacy.

Remend will engage Oracle to represent and defend your cloud adoption strategy/plan, finalize new agreements (license and/or subscription orders) and supervise implementation services. Remend also offers managed services to ensure mature software asset management and cost-avoidance practices are maintained.



Contact us for a free consult: sales@remend.com